



## Governor's Office of Economic Development

### Expomin Trade Show Application April 9-13, 2012

To assist us in better understanding your objectives for this mission, we ask that you complete this questionnaire with as much detail as possible.

**PLEASE COMPLETE THIS FORM IN MICROSOFT WORD AND E-MAIL TO:**

[ANEUENSCHWANDER@UTAH.GOV](mailto:ANEUENSCHWANDER@UTAH.GOV)

**NO LATER THAN CLOSE OF BUSINESS ON FEBRUARY 28, 2012. PLEASE RETURN SOONER IF POSSIBLE.**

**QUESTIONS:** Contact Miguel Rovira, Governor's Office of Economic Development, 801 538-8885,

[MROVIRA@UTAH.GOV](mailto:MROVIRA@UTAH.GOV)

**ANY INFORMATION PROVIDED ON THIS FORM WILL BE HANDLED AS CONFIDENTIAL.**

#### **SECTION A: *Information About Your Company & Product/Service***

Company Name:			
Address:			
City		State	
		Zip	
Web Site:			
Contact Person:			
Title:			
Phone:		Fax	
E-mail:			

Type of Business: *(select all that apply)*

<input type="checkbox"/> <b>Manufacturer</b>	<input type="checkbox"/> <b>Export Management Company</b>
<input type="checkbox"/> <b>Distributor/Representative</b>	<input type="checkbox"/> <b>Trade Association</b>
<input type="checkbox"/> <b>Service Company/Organization</b>	<input type="checkbox"/> <b>Education Organization</b>
<input type="checkbox"/> <b>Franchiser</b>	<input type="checkbox"/> <b>Other (Specify)</b> <input type="text"/>

Year Established:  # of Employees (est)

Annual Sales: ☐ Less than \$5 Million ☐ \$5-10 Million ☐ More than \$10 Million

Annual Exports (as % of Total Sales): ☐ Not exporting ☐ Less than 25% ☐ More than 25%

Briefly describe the products or services of your company/organization:

Does your company currently export to Chile? If so, please give a brief explanation and current selling volume.

## SECTION B: *Trade Show Objectives*

Please identify your objective(s) for participating in this trade show (*select all that apply*). Then complete the applicable sections of this questionnaire as instructed.

- ☐ Acquire market information on business opportunities in Chile.
- ☐ Obtain practical information on how to conduct business in Chile.
- ☐ Obtain contacts and/or network with appropriate Chilean business leaders. COMPLETE SECTION C
- ☐ Obtain contacts and/or network with appropriate Chilean government leaders. COMPLETE SECTION C
- ☐ Find a partner/agent to represent my product/service in Chile. COMPLETE SECTION E
- ☐ Raise my company's profile with existing clients or partners in Chile by participating in a state delegation.
- ☐ Please list additional objectives you have for the Trade Show:

## SECTION C: *Identify Contacts*

If you indicated in Section B that one of your objectives for participating in the trade show is to obtain contacts and/or to network with appropriate Chilean business or government leaders, please provide any guidance you might have on what type of business/government leaders you wish to meet. Also, if you have specific people you wish to meet, please provide their name and contact information so we can consider inviting them to an appropriate event.

## SECTION E: *Finding a Local Partner*

If you indicated in Section B that one of your objectives for participating in the trade show is to identify a local partner or agent to represent you in Chile, please complete this section of the questionnaire with as much detail as possible.

Is your company currently represented in Chile? ☐ YES ☐ NO

If YES, is this arrangement exclusive? ☐ YES ☐ NO

If applicable, please provide the necessary contact information for your current representative/partner in Chile:

Company Name:

Address

Contact Person:  Title:

Contact Phone:  Fax:

Contact E-mail:

Is your representative/partner aware you are seeking additional representation? ☐ YES ☐ NO

What type of business contacts are you seeking? (Select all that apply)

☐ Distributor/Wholesaler

☐ Joint Venture Partner or Licensee

☐ Agent/Sales Representative

☐ Other (Specify)

☐ Franchisee

☐ None (not seeking a representative/partner)

Is your firm seeking representation on an exclusive basis in this market? ☐ YES ☐ NO

Who are you major competitors at home and abroad?

List the most important end-users or end-user industries for your product/service.

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How is your product typically distributed and marketed in the U.S. and in other countries, if applicable?

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What type of licensing or registration does your product require in the U.S.? (i.e., FDA Approval)

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What related products might an agent/distributor of this product also handle?

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Does your company produce the product or have rights to export the product/service?

☐

YES

☐

NO

HS Code (*optional*):

Export Control Classification Code (*optional*):

Describe any preferences, technical qualifications, servicing capabilities, requirements, or pre-qualifications that ideal prospects must have, such as language ability, size, revenue, coverage, client base, investment, etc.

Describe any special features of your company's operations, interests, or objectives in Chile that can help us identify potential business partners.

Are there any specific companies, or types of companies, you would like us to contact? If so, please name them.

Are there any specific companies, or types of companies, you would NOT like us to contact? If so, please name them.

Does your product contain at least 51% U.S. content? ☐ YES ☐ NO

The number of invitees is limited, what individual(s) would likely represent your company? Please provide name, title and contact information below. Two (2) individuals maximum.

Participant Name:		Title:	
Phone Number:		Email:	
Participant Name:		Title:	
Phone Number:		Email:	

**E-mail this completed form to**  
**Aaron Neuenschwander**  
**Governor's Office of Economic Development**  
**[ANEUENSCHWANDER@UTAH.GOV](mailto:ANEUENSCHWANDER@UTAH.GOV)**

**Return by close of business on February 28, 2012 (or sooner if possible)**